

FAX# 703 528 7880
CREDIT RISK !!
REPORT FROM REP
CHANGES
OCT24/12 17.15
*** WFTV-TV ***

REP. # _____ OFF. # 6556 SALESMAN # _____

BUYER NAME MICHELLE SANTUOSO

SALES PRSN WA- JOE KNAUER

CONTRACT # 6372017

ORDER # _____ CONTRACT # 03/201/_____

| PRDCT | <u>AMERICAN CROSSROADS</u> | EST # <u>1209</u> | COMMENTS: (LINE, ORDER, INVOICE) |
|-------|----------------------------|-------------------|----------------------------------|
|-------|----------------------------|-------------------|----------------------------------|

FLIGHT DATES OCT16/12 OCT22/12 WK-1

CITY TAX _____ STATE TAX _____ CO-OP BILLING NEEDED _____ DATE 06/24/12 11.11

REP: TO LENA
FR JULIE
OK'D M2
TTLS RTS
PLS CFM, THX 10/24

STA: *****
CON CM THIS IS A CASH IN ADVANCE SCHEDULE *****
AMERICAN CROSSROADS

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|--|-----|----|-------------|------|-----|----------|------------|----------|----------|-----------|------|-----------|
| AGENCY ADVERTISER CODE = 11 AGENCY PRODUCT CODE = 27 AGENCY EST# = 1209 | | | | | | | | | | | | |
| 19 | S | | 1205A-1235A | 30 | | \$550.00 | 10/20 | 10/20 | 0 | | SAT | 0 |
| PROGRAM : HOT TOPICS (AFTER NCAA FTBL.) CON COM1: HOT TOPICS (AFTER NCAA FTBL.) | | | | | | | | | | | | |
| 51 | A | | 1238A-108A | 30 | | \$550.00 | 10/20 | 10/20 | 1 | | SAT | 1 |
| PROGRAM : HOT TOPICS (AFTER NCAA FTBL.) ORD COM1: LATE RUN DUE TO FOOTBALL, SPOT RAN AT 1:02A THIS IS ACCEPTANCE OF A LATE RUN SPOT ON LINE-19 | | | | | | | | | | | | |

REP HEADLINE# 6372017 TRF# 336731
\$\$\$ MOD# 1: UNAPPROVED REV #1 \$\$\$

REP: TEL# 703 528 7800 FAX# 703 528 7880
CREDIT ADVISORY: AGENCY CREDIT RISK !!
ORDER WORKSHEET HARRIS REPORT FROM REP OCT24/12 17.15
CHANGES ** WFTV-TV ***

| LINE# | REP | CD | TIME PERIOD | LGTH | SEC | RATE | START DATE | END DATE | SPTS /WK | WEEK INVT | DAYS | TOTL SPTS |
|-------|-----|----|-------------|------|-----|------|------------|----------|----------|-----------|------|-----------|
|-------|-----|----|-------------|------|-----|------|------------|----------|----------|-----------|------|-----------|

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|--------------------------|------|--------|--|--|--|--|-------|--|-----|----------|----------------|-----------|
| STATION MAKEGOOD OFFERS: | | | | | | | | | | | | |
| M2 | OK'D | BUY#19 | MISSED: SAT/1205A-1235A | | | | OCT20 | | 30S | \$550.00 | (OCT24/12) | |
| | | | OFFER: SAT/1238A-108A | | | | OCT20 | | 30S | \$550.00 | PLS ADVISE. | |
| | | | CMT: LATE RUN DUE TO FOOTBALL, SPOT RAN AT 1:02A | | | | | | | | | |
| OCT/12 | | | 135750.00 | | | | | | | | CONTRACT TOTAL | 135750.00 |
| | | | | | | | | | | | TOTAL SPOTS | 54 |

MARKET TOTALS \$545,350 WFTV 25% WKMG 22% WESH 31% WOFL 21% WKCF 0% WRBW 0% CABL 0%
WOPX 0% WRDQ 1% EFTV 0%

SVC- NSI
DEMOS- RA35+*
MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE